

Message Text

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PAGE 01 LA PAZ 09507 301345Z

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FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 3289

UNCLAS LA PAZ 9507

FOR GRUNWALD FROM AMBASSADOR

E.O. 11652: N/A

TAGS: XM, ETRD, BEXP

SUBJ: SECRETARY'S OASGA INITIATIVES - USDOC EXPORT
PROMOTION ADVISORY SERVICES

REF: A) STATE 196223, B) STATE 285037

1. I AM EMBARRASSED TO ADMIT THAT I TOOK REF A REGARDING THE SECRETARY'S OASGA INITIATIVE ON EXPORT PROMOTION ASSISTANCE AT FACE VALUE AND WE PASSED IT ALONG TO SEVERAL BOLIVIAN GOVERNMENT AGENCIES AS A SERIOUS USG OFFER, THUS GENERATING ENTHUSIASM AND A NUMBER OF BOLIVIAN IDEAS WHERE SUCH USG ASSISTANCE COULD BE USED. IT SEEMS TO ME THAT WHAT THE DEPARTMENT OF COMMERCE HAS OFFERED IN STATE 285037 BORDERS ON THE LUDICROUS IN OFFERING AN ABSOLUTE MINIMUM. THAT FOREIGN GOVERNMENTS PAY ALL EXPENSES FOR THEIR OFFICIALS TO SERVE AS "FULL-TIME WORKERS" IN COMMERCE IS ONE OF THE MOST SELF-SERVING OFFERS OF "ASSISTANCE" I'VE EVER HEARD. THE REST OF THE OFFERS ARE EQUALLY WITHOUT SUBSTANCE. SINCE BIC NEVER VISITS BOLIVIA, THE OFFER OF SEMINAR SPEAKERS IN CONJUNCTION WITH REGULAR BIC TRAVEL DOESN'T GIVE US MUCH. ADVISING US THAT USIS GIVES ENGLISH LESSONS AND THAT OTHER NON-USG ORGANIZATIONS ALSO PROVIDE EXPORT SERVICES (SOMETHING THE LATINS ALREADY KNEW WHEN SECRETARY KISSINGER MADE HIS "INITIATIVE") IS INDEED A NOVEL FORM OF FULFILLING HIS PROMISE.

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2. IN SHORT, I DON'T SEE HOW I CAN PASS ON THESE
USDOC "SERVICES" TO THE GOB IN GOOD CONSCIENCE,
SINCE THEIR SUM-TOTAL IS CLOSE TO ZERO. THIS JUST CAN'T BE
THE BEST THAT CAN BE OBTAINED IN SUPPORT OF A
SECRETARIAL INITIATIVE. IF SO, IT WILL ONLY SHOW THE LATIN
AMERICAN THAT WE FAIL TO DELIVER ON OUR OFFERS.

3. I SUGGEST THAT A BUDGETED PROGRAM OF REAL
SERVICES, RESPONSIVE TO LATIN AMERICAN COUNTRY
NEEDS, DRAWING UPON U.S. EXPERTISE IN THIS FIELD,
BE DRAWN UP AND EXECUTED TO CARRY OUT THE SECRETARY'S
OFFER. IN ANY EVENT, I WOULD APPRECIATE A DIRECT RESPONSE
TO LA PAZ 7965 WHICH FORWARDED IN RESPONSE TO STATE
196223 SEVERAL IMAGINATIVE BOLIVIAN PROPOSALS OF
MODEST EXPENSE. BEING RESPONSIVE TO SOME OF THESE
WILL COST US LITTLE, BUT TO RESPOND ALONG THE LINES
OF STATE 285037, AFTER WE RAISED EXPECTATIONS,
WILL COST US A LOT IN TERMS OF CREDIBILITY AND
PRESTIGE.
STEDMAN

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